



LEROY D. BACA, SHERIFF

County of Los Angeles
Sheriff's Department Headquarters
4700 Ramona Boulevard
Monterey Park, California 91754-2169



June 1, 2010

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
Los Angeles, California 90012

Dear Supervisors:

**ADVANCE NOTIFICATION OF INTENT TO NEGOTIATE A SOLE SOURCE
SERVICE AGREEMENT WITH THE HONEYWELL CORPORATION TO PROVIDE
INTEGRATED BUILDING MANAGEMENT SYSTEM ENGINEERING AND SUPPORT
SERVICES FOR THE MEN'S CENTRAL JAIL AND NORTH COUNTY
CORRECTIONAL FACILITY**

SUBJECT

This letter provides advance notification to your Board that the Los Angeles County Sheriff's Department (Department) intends to enter into sole source negotiations for a service agreement with Honeywell Corporation (Honeywell) to provide integrated building management systems engineering and system support services for the Department's Men's Central Jail (MCJ) and North County Correctional Facility (NCCF) and that this request to enter into negotiations with Honeywell is in the Los Angeles County's (County) best interest for the reasons outlined herein.

PURPOSE / BACKGROUND

The purpose of this project is to replace and upgrade antiquated, failing, and disparate building control systems in each of the above-named custody facilities and to integrate those functions under the Department's existing Honeywell building management hardware and software platforms. The Department currently manages all of its building control systems at ten facilities, which include MCJ and NCCF.

This request will provide for the completion of the recently purchased and installed Honeywell life-safety control systems at MCJ and NCCF. Additionally, this request will

A Tradition of Service

ensure a uniform, critically needed upgrade to the entire building management control system infrastructure for MCJ and NCCF's critical building systems.

The primary building control systems include:

1. Automatic Temperature Control System;
2. Fire Alarm and Smoke Control Systems;
3. Card Access and Security Systems [Building Entry, Egress];

Taken together, the systems above are regarded industry-wide as life-safety systems.

Following are minor control systems that include:

4. Security Closed Circuit Television System [CCTV];
5. Cell Door Control System;
6. Elevator-Escalator Monitoring and Control;

The Department estimates the cost to engineer, integrate, and procure Systems 1 and 2 above for each facility would comprise approximately 80 percent of the total cost of the agreement proposed herein, which is estimated at approximately \$7.34 million over a proposed 7 year contract term.

The existing building control systems have either exceeded their useful lifespan and are in disrepair, or no longer have support from their original equipment manufacturers because of their inherent age. Control system failures are increasingly common. The systems are in need of regular repair by County maintenance staff. Control system failure or disruption increases the County's exposure to risk in the form of health and safety-related claims from building occupants.

Our facilities' safe operations are dependent on a stable and clean delivery of air; any air-handling system failure jeopardizes the health and safety of building occupants, disrupts the work environment, and increases the likelihood of violence in the jail system. Additionally, control system failure or disruption during the course of an emergency such as a building fire can be hazardous to County employees, visitors, and inmates. Each of the minor control systems, items 3 through 6 listed above, are currently not integrated, yet serve a critical role in building security and occupant safety.

The Department intends to return to your Board in the future regarding installation and integration of Honeywell control systems at each of the remaining Department's facilities, as the systems in those facilities exceed their useful lifespan and require replacement.

PRIOR PURCHASES

In the early 1990's, the Department purchased Honeywell's XBSI building management software application with a goal of integrating all building control systems under a single visual computer platform. The product has undergone several critical upgrades since its original purchase and is now known by the name Enterprise Buildings Integrator (EBI).

The EBI application and its resident database are operated at specific nodes over a distributed network architecture that is 100 percent web-based; meaning, the application may be accessed via any Windows-based personal computer with internet access. EBI provides for the visualization of all compatible system operations, enables remote access to compatible system controller operations, and provides a visual operational status and troubleshooting of each compatible system in real time, without requiring the dispatch of personnel. When dispatch is required, the EBI system can notify appropriate Departmental repair staff at a moment's notice and provide critical information about any imminent or actual component failure. EBI allows the Department's facilities management to efficiently deploy maintenance personnel when systems fail.

In 2006, the Department completed the installation of a \$1.4 million Honeywell Automatic Temperature Control System for NCCF. In 2007, the Department completed the installation of a Honeywell Fire Alarm and Smoke Control systems for MCJ at a cost of \$393,495. In both instances, the installation of the system control devices was effected by full-time County maintenance personnel creating a net savings to the County of approximately \$1.35 million. Each system currently functions at each facility in a standalone, non-integrated capacity.

The Department's current installed base of Honeywell control systems and operating software is valued at approximately \$3.37 million.

FINANCING

The proposed agreement will be 100 percent funded with monies from the Inmate Welfare Fund (IWF) under the authority of the IWF commission.

PURCHASING PROCESS / JUSTIFICATION

The Department purchased from Honeywell, one life-safety control system at MCJ and one air-handling control system at NCCF. To date, the County's investment in the Honeywell platform at NCCF and MCJ is \$1.86 million representing 20 percent of the total anticipated one-time expenditures to bring both facilities' systems to contemporary standards. The purchases were executed under the authority of the County's Purchasing Agent.

The Department's goals are to increase efficiencies in building maintenance service delivery, reduce the Department's exposure to risk by integrating all of the building control systems at NCCF and MCJ, and leverage the full capability of EBI at those facilities.

The Department believes it is in the County's best interest to proceed into negotiations with Honeywell and that to offer the balance of the systems to other capable vendors would undermine the County's current investment in the following manner:

- 1) County personnel tasked to provide installation services would require excessive redundant unrelated training on multiple manufacturer platforms resulting in reduced productivity and increased costs to the County.
- 2) Installation of non-compatible EBI systems results in the under-utilization of the Department's EBI building management system capability.
- 3) Implementation of different, disconnected control systems (as were originally installed) would require multiple service maintenance agreements creating additional costs to the County in both real costs and employee support costs.
- 4) Implementation of different, disconnected control systems (as were originally installed) would eliminate County's ability to leverage a component volume discount from a single source.
- 5) Although each individually installed component of the systems listed above are certified compliant by Underwriters Laboratories (UL), local and national commercial building codes also require UL certification for each integrated system installation. Certification of dissimilar systems and system components adds complexities that will delay the certification process adding significant cost and risk to the County. With more than one manufacturer involved in the integration, the County would be required to administer the UL certification process. Honeywell already possesses UL certifications for various configurations of its integrated control systems. Honeywell will coordinate the UL certification process for its entire product line resulting in a streamlined and proven UL certification process.
- 6) Once the systems are integrated, UL certified, and installed, they must be tested to the satisfaction of local commercial building code requirements. Certification of dissimilar system components adds complexities that will delay the building code certification process, adding significant cost and risk to the County. The County would be required to coordinate the building code certification process. Should the County elect to proceed with this recommended action, all of the control systems would be Honeywell-engineered and integrated. Honeywell will coordinate the building code certification process for its entire product line as part of any agreement with the County.

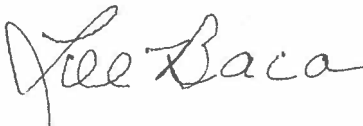
Honeywell will engineer, integrate, and provide all system control components for MCJ and NCCF. Further, Honeywell will obtain UL listing for all integrated functions and coordinate system inspection and building occupancy certification with local authorities. Subsequent phases of this agreement will involve the periodic engineering, integration, and replacement of existing non-Honeywell control systems in all of the Department's remaining facilities, as those systems reach the end of their life expectancy. System component installation will be effected by County facilities' staff with support from Honeywell.

Honeywell does not license, certify, or authorize any third party to engineer, integrate, or provide support for its commercial building control systems and components. The engineering required to integrate Honeywell-manufactured systems can only be procured from Honeywell. EBI, the Department's building management software application, is proprietary to, and can only be maintained by, Honeywell.

Honeywell's proprietary engineered systems and experience specific to commercial building life-safety and air-handling systems, as well as the firm's mastery of industry-leading practices for building systems integration and certification, make Honeywell uniquely qualified.

Pursuant to Board policy, the Department will engage in negotiations with Honeywell in two weeks, unless otherwise instructed by your Board. Should you require additional information, your staff may contact Mona Whittouck, Contracts Manager, at (323) 526-5542.

Sincerely,

A handwritten signature in cursive script that reads "Leroy D. Baca". The signature is written in dark ink and is positioned above the printed name and title.

LEROY D. BACA
SHERIFF